

# Samuel Levy

University of Virginia Darden School of Business  
100 Darden Blvd  
Charlottesville, VA 22903

www.levysamuel.com  
LevyS@darden.virginia.edu

## Employment

---

07/01/2024 – **The University of Virginia, Darden School of Business**  
*present* Assistant Professor of Business Administration, Marketing Area

## Education

---

08/2018 – **Carnegie Mellon University, Tepper School of Business**  
05/2024 Ph.D. in Marketing  
08/2016 – **Tilburg University**  
06/2018 M.S. in Marketing (Research Track) - *Cum Laude*  
Tilburg School of Economics and Management  
08/2010 – **Ecole Normale Supérieure Paris-Saclay, Université Paris 1 Panthéon-Sorbonne**  
06/2014 B.S. in Economics - *Cum Laude*

## Research Interests

---

*Substantive:* Customer Value Management, Customer Privacy, Targeting and Personalization, Choice Modeling.  
*Methodological:* Econometrics, Probabilistic Machine Learning, Bayesian Nonparametrics, Differential Privacy, Field Experiments, Causal Inference.

## Papers

---

### Peer Reviewed Publications

“Privacy Preserving Data Fusion”  
with Longxiu Tian and Dana Turjeman. *Forthcoming at Marketing Science*.

### Working Papers

“Fusion Twins”  
with Longxiu Tian. *Revise and resubmit at Journal of Marketing Research*.

“Youth Participation in Financial Education: A Large Scale Field Experiment”  
with Chuck Howard and Marcel Lukas.

“Understanding Consumer Expenditure Through Gaussian Process Choice Models”  
with Alan Montgomery.

### Selected Work in Progress

“A Causal Machine Learning Approach to Infer Potential to Donate with Fundraising Appeals”  
with Joy Lu and Alan Montgomery.

“Complex Promotions”  
with Zetao Wang and Fred Feinberg.

“Revenue-Preserving Machine Unlearning for Recommendation Systems”  
with Chirag Agarwal, Ahson Saiyed and Alan Montgomery.

## Teaching

---

Fall 2025 **The University of Virginia, Darden School of Business**  
Artificial Intelligence for Customer Growth (Elective for MBA Program)

2024- **The University of Virginia, Darden School of Business**  
Marketing I and II (Core Curriculum for MBA Program)

Summer 2023 **Carnegie Mellon University, Tepper School of Business**  
Marketing I

## Course Materials

---

2025 **The Chronicles of Caspari: Should Caspari Expand Its Online Marketplace?**  
with Rajkumar Venkatesan, Katherine Nunner, Saru Guneja and Stephen Maiden.  
Case Number: UVA-M-1072

## Service to the Profession

---

2025 – present **Ad Hoc Reviewer**  
Journal of Marketing Research

2026 – present **Editorial Review Board**  
Decision Sciences

## Awards and Honors

---

2025 **LaCross Institute for Ethical AI Research Fellow (\$100,000).**  
University of Virginia. Co-PIs: Sam Levy and Chirag Agarwal

2024 **Israel Science Foundation Award (equivalent of \$30,000 per year, 2023-2026) for *Privacy Preserving Data Fusion***  
PI: Dana Turjeman. Collaborators: Sam Levy and Longxiu Tian.

2024 **Finalist, 2023 ISMS Doctoral Dissertation Proposal Competition.**

2023 **ISMS Doctoral Consortium Fellow.**

2022 **AMA-Sheth Foundation Doctoral Consortium Fellow.**

2021 **External Grant, Corporate Sponsor.** co-PIs: Prof. Alan Montgomery & Prof. Katia Sycara

2020 **Dean's Research Fund, Tepper School of Business, (\$2,000)**

2019 **Wharton Customer Analytics Initiative, Collaborative Data Grant (Unique Team Selected)**

2018 - 2024 **William Larimer Mellon Ph.D. Fellowship, Carnegie Mellon University**

2017 **Koopmans Scholarship (Dean's scholarship, € 12,000), Tilburg University**

2017 **Fellow, Quantitative Marketing & Structural Economics Workshop**

2016 **French *Agrégation* in Economics and Business Administration (Top 1% Nationwide)**

2011 **Full Scholarship - Ecole Normale Supérieure Paris Saclay (€ 63,000)**

## Invited Talks

---

2026 "Fusion Twins" Reichman University, Israel

2025 "Complex Promotions" University of Virginia – Virginia Tech Research Camp

2025 "Digital Marketing Twins" American Statistical Association Marketing Section Seminar Series

2023 "Digital Marketing Twins" University of Virginia Darden School of Business

2023 "Digital Marketing Twins" The Ohio State University Fisher College of Business

2023 "Digital Marketing Twins" University of Texas at Dallas Naveen Jindal School of Management

2023 "Digital Marketing Twins" HEC Paris

2023 “Digital Marketing Twins” University of Colorado Boulder Leeds School of Business

## Conference Presentations

---

- 2025 “Digital Marketing Twins” with Longxiu Tian. INFORMS Marketing Science Conference, Washington D.C.
- 2024 “Operationalizing the Right to Data Privacy for Ethical AI”. UVA Conference on Leadership in Business, Data and Intelligence – LaCross AI Institute.
- 2024 “Digital Marketing Twins” with Longxiu Tian. Joint Statistical Meetings, Portland OR.
- 2023 “Understanding Consumer Expenditure through Gaussian Process” with Alan Montgomery. INFORMS Marketing Science Conference, University of Miami.
- “Privacy Preserving Data Fusion” with Longxiu Tian and Dana Turjeman. INFORMS Marketing Science Conference, University of Miami.
- “Understanding the Dynamics of Appeals Scales to Infer Potential to Donate” with Joy Lu and Alan Montgomery. INFORMS Marketing Science Conference, University of Miami.
- 2022 “Understanding the Dynamics of Appeals Scales to Infer Potential to Donate” with Joy Lu and Alan Montgomery. Marketing Dynamics, Georgia State University.
- “Understanding Consumer Expenditure through Gaussian Process” with Alan Montgomery. Joint Statistical Meetings - Marketing Section, Washington DC.
- “Understanding Consumer Expenditure through Gaussian Process Choice Models ” with Alan Montgomery. INFORMS Marketing Science Conference (Virtual).
- 2021 “Understanding Consumer Expenditure through Gaussian Process Choice Models” with Alan Montgomery. Joint Statistical Meetings - Marketing Section (Virtual).
- “Understanding Consumer Expenditure through Gaussian Process Choice Models” with Alan Montgomery. INFORMS Marketing Science Conference (Virtual).

## Media Coverage

---

- 2025 *Podcast invitation* Good Disruption, with Yael Grushka-Cockayne and Mike Lenox.
- 2025 *From Admen to Algorithms: The Transformation of Marketing*. The Darden Report. <https://news.darden.virginia.edu/2025/02/13/uva-darden-lacross-ai-institute-awards-fellowships-in-ai-research/>
- 2024 *UVA Darden LaCross AI Institute Awards Fellowships in AI Research* The Darden Report. <https://news.darden.virginia.edu/2024/08/14/from-admen-to-algorithms-the-transformation-of-marketing/>

## Mentoring

---

- 2025 – **Ahson Saiyed**  
Data Science Ph.D student at the University of Virginia
- 2024 – 2025 **Jolin Xu**  
Undergraduate student majoring in Mathematics and Computer science at the University of Virginia.  
First Placement: Ph.D. program at the University of Virginia Darden School of Business
- 2024 – **Zetao Wang**  
Marketing Ph.D. student at the University of Michigan Ross School of Business

## Languages

---

English (fluent), French (native).

## Computing

---

Programming Languages: Python, R, Stan.